

Presentation To

Center For Tobacco Products

By

CLE Cigar Company

OMB

Office of Management and Budget

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Fox Rothschild LLP
ATTORNEYS AT LAW

About CLE Cigar Company

- Formed July, 2012
- Headquartered in Miami, Florida
- Currently has 700 employees, 17 based in the United States
- The Eiroa family has been in the cigar business since 1916, for three generations

About CLE Cigar Company

(continued)

- Began with four brands:
 - Asylum
 - Wynwood
 - CLE
 - Schizo
- Added seven others:
 - EH
 - OSOK
 - Hechicera
 - Pura Soul
 - Eiroa
 - Insidious
 - Nyctophilia



Cost Issues to CLE Cigar Company

- Difference between showing a cigar is grandfathered vs using substantial equivalence pathway or new product pathway
- Costs for establishing premium cigars that are grandfathered, estimated to be \$664 per cigar
- Costs of marketing premium cigars through SE reports estimated to be between \$12,767 and \$15,424 per cigar

